

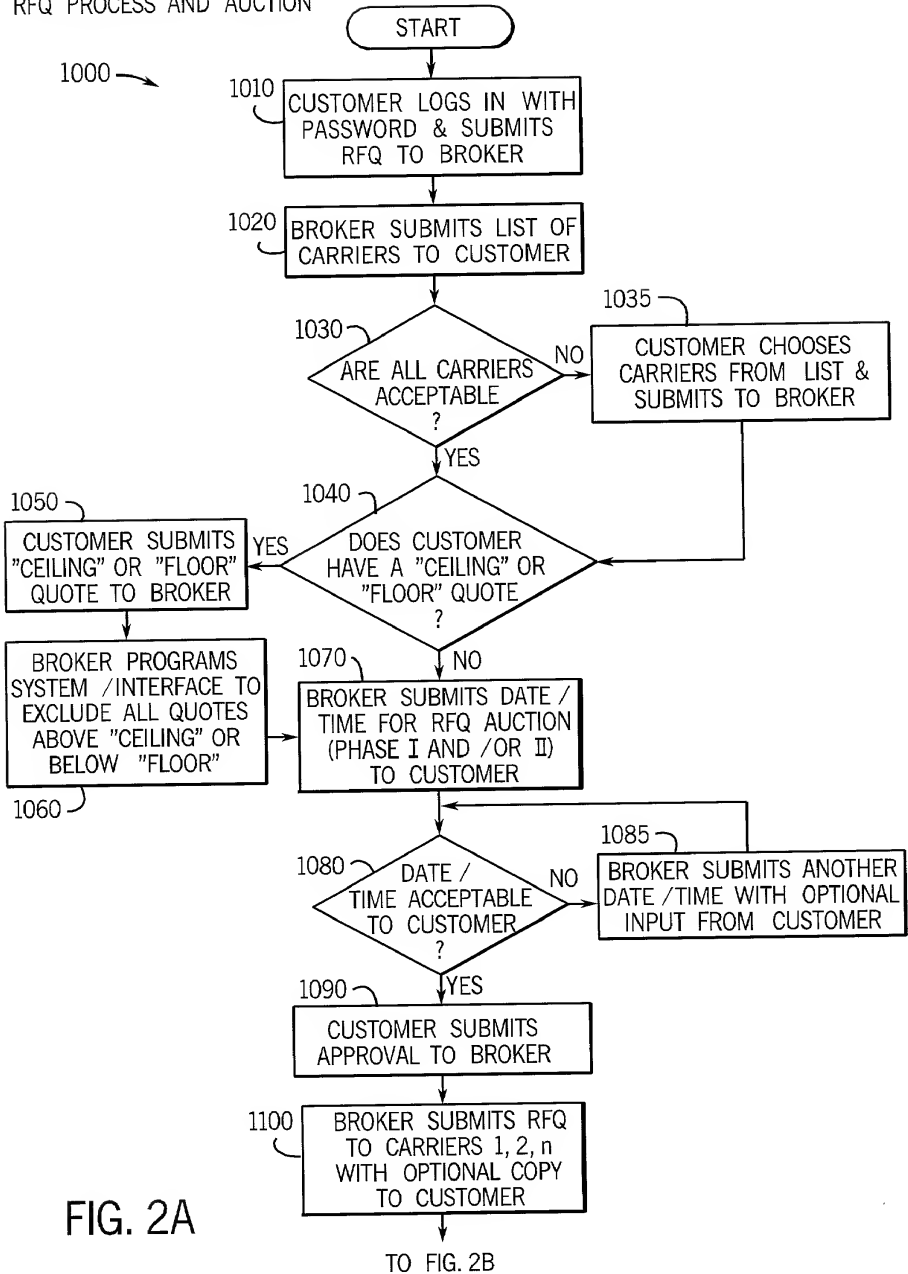
FIG. 1

SAMPLE CENSUS DATA

| | A | B | C | D | E | F |
|----|-----------|------------|--------|----------|--------|--------|
| 1 | NAME LAST | NAME FIRST | GENDER | DOB | SALARY | SMOKER |
| 2 | DOE | JOHN | M | 19431018 | 106000 | N |
| 3 | SMITH | JIM | M | 19480307 | 50000 | N |
| 4 | BROWN | MARY | F | 19460913 | 55175 | N |
| 5 | JAMES | MICHELLE | F | 19521101 | 58760 | N |
| 6 | JOHNSON | MARK | M | 19551202 | 66560 | N |
| 7 | BRYANT | AMY | F | 19520820 | 43950 | N |
| 8 | MITCHELL | PAUL | M | 19490422 | 54850 | Y |
| 9 | COLLINS | BILL | M | 19531229 | 46900 | N |
| 10 | FLETCHER | TERRY | M | 19490322 | 36100 | N |
| 11 | ALVAREZ | ROBERT | M | 19380924 | 37450 | N |
| 12 | McGEE | SUSAN | F | 19360404 | 31600 | N |

FIG. 3

RFQ PROCESS AND AUCTION



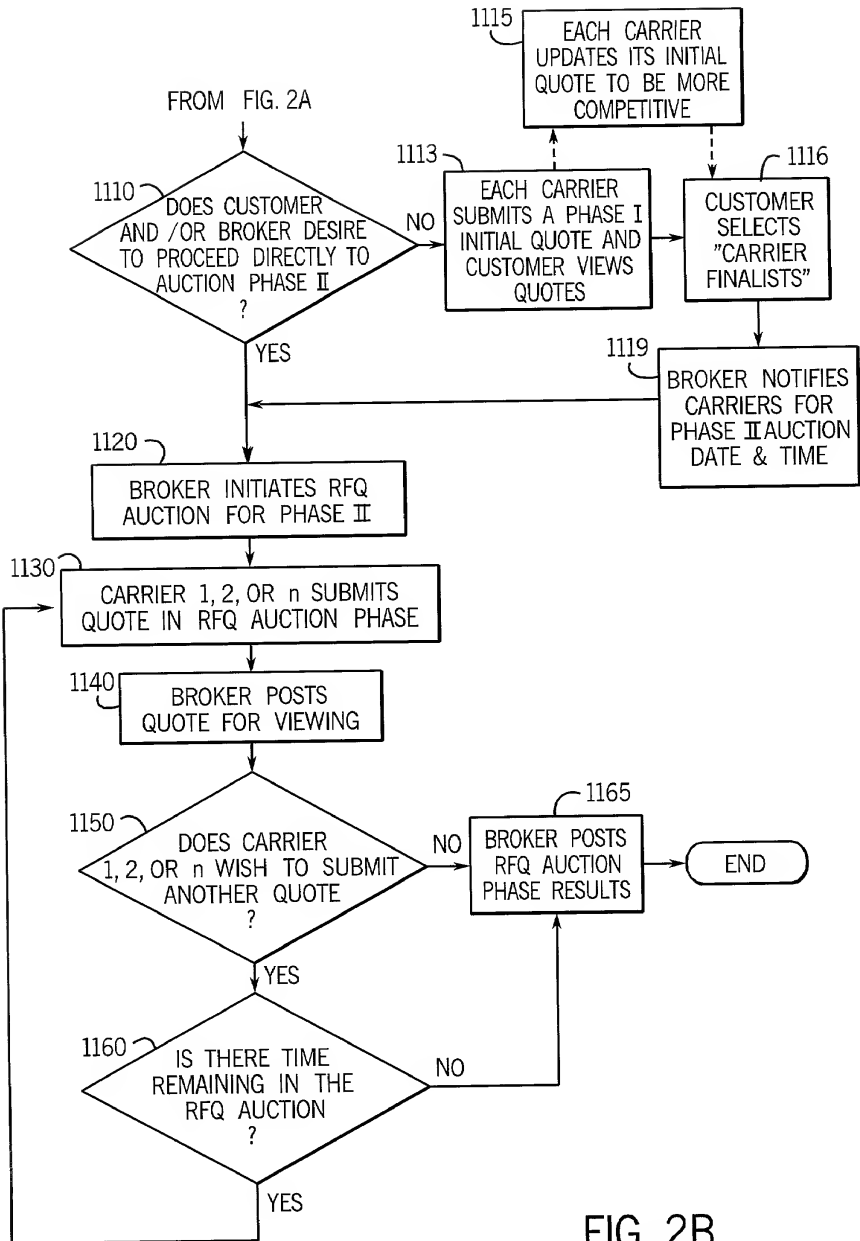


FIG. 2B

PHASE 1 – QUALIFYING BID

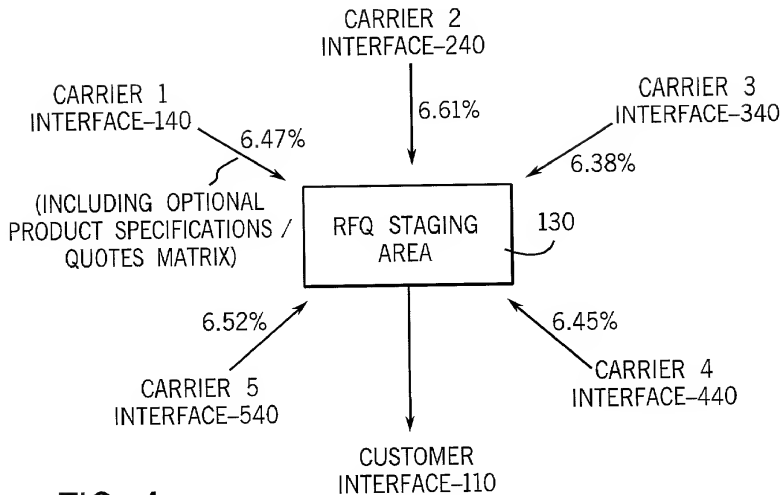


FIG. 4

PHASE II – AUCTION

RFQ STAGING AREA – 130

| IN – YEAR RETURN | | | | | | |
|------------------|--------|--------|--------|--------|--------|---------|
| CARRIERS | YEAR 1 | YEAR 2 | YEAR 3 | YEAR 4 | YEAR 5 | YEAR 30 |
| CARRIER 1 | 6.53% | 6.57% | 6.47% | 6.47% | 6.50% | 6.50% |
| CARRIER 2 | 6.10% | 6.18% | 6.02% | 5.83% | 5.65% | 6.20% |
| CARRIER 3 | 6.78% | 6.86% | 6.70% | 6.52% | 6.44% | 6.45% |

FIG. 5

IN-YEAR RETURN (%)

| | YEAR 1 | YEAR 2 | YEAR 3 | YEAR 4 | YEAR 5 | YEAR 10 | YEAR 20 | YEAR 30 | LIFE OF PLAN | IRR |
|--|--------|--------|--------|--------|--------|---------|---------|---------|--------------|-----|
| ING SOUTHLAND LIFE INSURANCE CO. | 6.84 | 6.76 | 6.68 | 6.63 | 6.57 | 6.38 | 6.05 | 5.64 | 0 | |
| ALLSTATE | 7.01 | 7.07 | 6.92 | 6.74 | 6.56 | 6.65 | 6.87 | 7.21 | 0 | |
| MASS MUTUAL | 7.1 | 7.4 | 7.44 | 6.21 | 6.24 | 6.15 | 6.12 | 6.25 | 0 | |
| NATIONWIDE | 7.26 | 7.31 | 7.2 | 7.07 | 6.9 | 6.53 | 6.51 | 6.42 | 0 | |
| GREAT WEST LIFE | 7.31 | 7.39 | 7.25 | 7.08 | 6.88 | 6.87 | 6.85 | 6.75 | 0 | |
| CIGNA | 7.33 | 7.77 | 7.59 | 7.57 | 7.56 | 7.56 | 7.55 | 7.84 | 0 | |
| OHIO NATIONAL | 7.4 | 7.55 | 7.56 | 7.53 | 7.48 | 0 | 0 | 0 | 7.92 | |
| GENERAL AMERICAN LIFE INSURANCE CO. | 7.4 | 7.35 | 7.15 | 6.8 | 6.47 | 6.53 | 6.43 | 6.48 | 0 | |
| AEGON | 7.48 | 7.69 | 7.55 | 7.56 | 7.57 | 7.62 | 7.72 | 7.88 | 0 | |
| AMERICAN GENERAL | 7.6 | 7.68 | 7.5 | 7.32 | 7.24 | 0 | 0 | 0 | 0 | |

FIG. 6